

Message Text

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PAGE 01 CARACA 03186 311804Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
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R 311655Z MAR 77
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 7130

UNCLAS CARACAS 3186

PASS TO OIM/BREWER AND OED/MEPD

E.O. 11652: N/A
SUBJ: ALUMINUM PAST AND POWDER PLANT: U.S. PLANT VISIT.

1. PROJECT NAME: DEQUIMAL, C.A. ALUMINUM PASTE AND POWER PLANT
TO BE LOCATED IN SAN FELIPE, ESTADO YARACUY.

2. BRIEF DESCRIPTION: DEQUIMAL PLANS CONSTRUCTION OF A PLANT
TO PRODUCE ALUMINUM PASTE AND POWDER. INITIAL CAPACITY CONTEM-
PLATED AT 1,00 TONS ANNUALLY WITH EXPANSION POSSIBLE TO 5,000
TONS. AT PRESENT, NO PRODUCTION FACILITIES FOR THESE PRODUCTS
EXIST IN VENEZUELA, AND LOCAL MARKET IS GOOD.
DEQUIMAL ALSO CONSIDERS OPPORTUNITY GOOD TO ENTER ANDEAN MARKET
SINCE ONLY VENEZUELA PRESENTLY PRODUCES ALUMINUM. RAW ALUMINUM
(IN INGOTS) TO BE PURCHASED FROM ALCASA.

3. PROJECT MANAGER:
ING. DIMAS GOMEZ
GERENTE, AND
RAMBENWAL GARCIA PENA
DEQUIMAL, C.A.
AVENIDA PRESIDENTE MEDINA
EDIFICIO CUATRICENTENARIO, PISO 5 OFICINA 9
CARACAS, VENEZUELA
TELEPHONE: 61 21 91- 62 41 95- 62 66 96
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TELEX: 21065

4. BID DATES: ON MARCH 11, 1977, DEQUIMAL C.A. RECEIVED
AUTHORIZATION FROM CORPOINDUSTRIA FOR 4,824,346 BOLIVARS
(\$1.2 MILLION DOLLARS) WITH BS. 1.69 MILLION (\$420,000)
SPECIFICALLY DESIGNATED FOR MACHINERY AND EQUIPMENT (EXCLUSIVE
OF INSTALLATION COSTS). DEQUIMAL C.A. MUST TAKE FURTHER ACTION

WITHIN 45 DAYS TO USE THIS CREDIT. ING. DIMAS GOMEZ AND SR. GARCIA PENA THEREFORE WISH TO TOUR U.S. PRODUCTION FACILITIES IMMEDIATELY TO VIEW ADVANCED US TECHNOLOGY AND TO DISCUSS PURCHASE OF TECHNOLOGY AND EQUIPMENT OR POSSIBLE JOINT VENTURE. ACCORDING TO ING. DIMAS GOMEZ, COMPANY HAS SIX MILLION BOLIVARS PAID-IN CAPITAL AND PLANS INVESTMENT OF APPROXIMATELY 1.5 MILLION BS IN EQUIPMENT, CORPOINDUSTRIA LOAN PROVIDES ONE YEAR DELAYED INTEREST WHICH WOULD COVER PERIOD OF PLANT CONSTRUCTION. THEREFORE, DEQUIMAL REPRESENTATIVES GOMEZ AND GARCIA HAVE MADE RESERVATIONS TO FLY TO N.Y. APRIL 7 AND TO REMAIN IN U.S. TILL APRIL 22. PLANT VISITS MUST BE SCHEDULED DURING THIS PERIOD TO MEET CORPOINDUSTRIA DEADLINE.

5. FOREIGN CONTENT: ALL MACHINERY WILL BE PURCHASED OUTSIDE VENEZUELA.

6. FOREIGN COMPETITION: IN DESIGNING THE PLANT, DEQUIMAL PLANNED TO USE A MODIFIED ARGENTINE-ITALIAN PROCESS FOR THE CONSTRUCTION OF A PLANT WITH 300 TO 400 TON ANNUAL CAPACITY. HOWEVER, WHEN LARGER PLANT SIZE WAS CONSIDERED TO EXPLOIT VERY HEAVY LOCAL DEMAND, THEY BEGAN TO FEEL THAT US TECHNOLOGY WOULD BE MUCH MORE EFFICIENT.

7. REPRESENTATIVES WOULD LIKE TO VISIT PLANTS IN N.Y. REGION AND HAVE WRITTEN TO ALCOA (PITTSBURGH; REYNOLDS (VIRGINIA); ALCAN (NEW JERSEY); SILVER LINE MANUFACTURING CO. (PENNSYLVANIA); BELMONT SMELTING AND REFINING WORKS, INC. (BROOKLYN). THEY WOULD ALSO VISIT ANY OTHER PLANTS RECOMMENDED. BECAUSE OF SHORT TIME FRAME, POST WOULD APPRECIATE ANY ASSIST-
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ANCE POSSIBLE IN ARRANGING SCHEDULE OF VISITS. IF CONVENIENT, REPRESENTATIVES CAN CALL AT USDOC DISTRICT OFFICE, N.Y. FOR ALL INFORMATION ON CONTACTS SCHEDULED. BOTH GOMEZ AND GARCIA SPEAK FLUENT ENGLISH.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ALUMINUM, INDUSTRIAL PLANTS, VISITS
Control Number: n/a
Copy: SINGLE
Sent Date: 31-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
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Format: TEL
From: CARACAS
Handling Restrictions: n/a
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ISecure: 1
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Review Withdrawn Fields: n/a
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Secure: OPEN
Status: NATIVE
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TAGS: EIND, VE
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